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SIPDIS

DEPARTMENT FOR EEB/CBA (DAWINSTEAD) AND EEB/EX (GGRAY)

SINGAPORE FOR DANIEL THOMPSON

E.O. 12958: N/A
TAGS: [ABUD](#) [BEXP](#) [BTIO](#) [EINV](#) [ETRD](#) [ECON](#) [BX](#)
SUBJECT: BRUNEI - BFIF FY09 PROPOSALS

REF: STATE 128559

¶1. Per reftel, post submits proposals for BFIF FY2009 funding for participation in DOC certified trade events as follows:

Project 1: Oil Technology Conference (OTC) 2009

Oil Technology Conference (OTC), billed the world's premier offshore industry event, will be held in Houston, May 4-7, 2009. An offshore industry exhibition with the participation of more than 2,500 companies will be held concurrent to the conference.

Justification:

The Government of Brunei informed the Ambassador and Post that they are seeking more business with and from U.S. oil and gas businesses. The Government is seeking advice and business relationships U.S. firms ranging from operations management, consultant and legal services, and enhanced recovery. They are seeking as much information on these types of firms as feasible. In addition, with new management at the helm of Brunei's main oil and gas company, post believes that a shift in policies and procurement could occur provided key decision makers are fully apprised of the competitive advantages of U.S. firms.

The message was delivered to several oil and gas companies by Ambassador Todd and post Commercial Assistant at OSEA2008 in December ¶2008. From the positive responses of the companies, post proposes to lead a delegation of senior government and oil company management to visit key U.S. oil industry leaders, as well as introduce the delegation to relevant U.S. exhibitors at OTC.

Post Commercial Assistant would include an outreach/ familiarization visit to the Export Assistance Centre in Houston for discussions with industry sector team leaders.

Anticipated outcomes:

Post believes the visit will lead to a significant U.S. presence in the oil and gas industry in Brunei, both upstream and downstream.

Estimated Costs:

Post requests fund of USD 16,350 to cover Ambassador & Commercial Assistant's participation in OTC (airfare, M&IE, transport & accommodation).

- Ambassador's estimated travel costs: USD 11,590

- Commercial Assistant's estimated travel costs:

USD 4,760

Accommodation rates have been calculated at actual lodging cost.

Point of contact:

John McIntyre, Deputy Chief of Mission; Josephine Chan, Commercial Assistant

Project 2: CS IT System Connectivity

E-speed broadband (ADSL) connection rental charges for one year - May 2009 to April 2010.

Justification:

Access to ITA Intranet required for Commercial Services offered by post

Estimated Costs: USD900

Point of contact:

John McIntyre, Deputy Chief of Mission; Josephine Chan, Commercial Assistant

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